



NEWS RELEASE

# DocuSign and Deutsche Telekom Expand Strategic Partnership

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HANNOVER, Germany, March 21, 2017 /PRNewswire/ -- DocuSign announced today at CeBIT that it has expanded its multi-pronged strategic partnership with customer, partner and investor Deutsche Telekom (DT). Following DT subsidiary T-Mobile US's success in deploying DocuSign across its retail stores and business sales, DT is extending DocuSign's **Digital Transaction Management (DTM)** platform and **eSignature** service enterprise wide to eliminate paper and transform the way its more than 228,000 employees do business to serve nearly 200 million customers worldwide.

DT has also signed on as a DocuSign reseller to bring the power of DTM and eSignature to its own customers globally, and will provide data centers in Germany and France to ensure the continued protection and privacy of EU customer data while transacting business on the DocuSign Global Trust Network.

From the CeBIT stage today, Deutsche Telekom CEO Tim Hoettges noted, "As the pioneer and global standard for Digital Transaction Management, DocuSign helped DT become a more efficient, competitive digital business. Based on the success we've seen at T-Mobile USA where DocuSign delivered \$200 million of annual value by eliminating more than 600 million pieces of paper and reducing the average in store sign up time from 60 minutes down to ten, we invested in DocuSign and are now expanding our deployment across our global enterprise.

"We'll also start reselling DocuSign to our customers to bring them the latest innovations in digital technology so they can experience the same benefits we've achieved by making the digital transformation with DocuSign. And, we're expanding our partnership by supplying data center services to DocuSign so that EU customers can continue to transact business anytime, anywhere, on any device across the DocuSign Global Trust Network with trust and

confidence." To hear directly on the impact of DocuSign in DT's business, click [here](#).

DocuSign Chairman **Keith Krach** joined Hoettges on stage and commented, "Our multi-pronged strategic partnership with Deutsche Telekom is built on the foundation of trust. DT CEO Tim Hoettges continues to transform the industry by removing paper to simplify business and create great experiences for customers and employees alike. We are honored to be a strategic catalyst of DT's digital journey over the last several years and are looking forward to our expanded partnership with DT as a DocuSign reseller to accelerate the digital transformation of Europe."

As part of the deeper partnership, Deutsche Telekom will expand its use of DocuSign across T-Systems, as well as within human resources, shared services, and other departments.

Today's news follows DocuSign's **Invest for Europe** initiative and the launch of its **Standards-Based Signatures suite, Hybrid Cloud deployment offering**, EU data centers, and **Trust Service Provider partner program** – all announced last year in advance of the European Union's 1 July 2016 eIDAS regulation that standardized the use of eSignature across the EU. In total, these programs ensure that organizations doing business within and across the EU can quickly, easily and securely transact business online in accordance with eIDAS and EU data protection laws. The announcement builds on prior news that **DT joined the DocuSign Global Trust Network as a strategic investor**.

"DocuSign's investment in Europe was perfectly timed for the new regulation that took effect last July," said Paul Achleitner, chairman of Deutsche Bank. "The combination of the new regulation change and the expansion of the DocuSign Global Trust Network is facilitating Europe's digital transformation."

"The Fourth Industrial Revolution will transform our world and economies like nothing before," said Jim Hagemann Snabe, chairman of the board at Siemens. "The European regulation change eIDAS has undoubtedly accelerated the DocuSign Global Trust Network to enable fast, frictionless, secure transactions across Europe and around the world."

For more information about Deutsche Telekom, please visit [www.telekom.com](http://www.telekom.com). For DocuSign, please visit [www.docusign.com](http://www.docusign.com).

Contact:

Gregor Perotto

DocuSign, Inc.

+1 (206) 576-8081

[email protected]

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## About Deutsche Telekom

Deutsche Telekom is one of the world's leading integrated telecommunications companies with around 151 million mobile customers, 30 million fixed-network lines and more than 17 million broadband lines (as of December 31, 2014). The Group provides fixed-network, mobile communications, Internet and IPTV products and services for consumers and ICT solutions for business customers and corporate customers. Deutsche Telekom is present in more than 50 countries and has approximately 228,000 employees worldwide. The Group generated revenues of EUR 62.7 billion in the 2014 financial year – more than 60 percent of it outside Germany.

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